

## Message Text

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15

ORIGIN COME-00

INFO OCT-01 ARA-16 ISO-00 SS-20 EB-11 RSC-01 /049 R

66611

DRAFTED BY: COM/BIC/OED/MEPD:TJASPER

APPROVED BY: EB/OCA/REP:LAKLIEFORTH

COM/BIC/OED/MEPD:CATKINS

COM/BIC/OED/MEPD:JSANDS

COM/OIM:TBREWER (INFO)

STATE/ARA/EP:MFRECHETTE (PHONE)

----- 091900

R 012159Z MAR 74

FM SECSTATE WASHDC

TO AMEMBASSY LIMA

UNCLAS STATE 041622

E.O. 11652: N/A

TAGS: BEXP, PE

SUBJ: FERTIPERU PHOSPHATE ROCK OFFER

REF: LIMA 0754

1. INTERNATIONAL MINERALS AND CHEMICALS CORP (IMC) HAS BEEN CONTACTED IN REGARD TO THE REFERENCED CABLE. IMC IS ONE OF THE BEST INDEPENDENT PHOSPHATE EXPERTS IN THE U.S. THEY HAVE THE CAPABILITY OF MINING, PROCESSING AND MARKETING THE PHOSPHATE ROCK.

2. IMC INFORMS USDOC MEPD THAT THE MARKET FOR PHOSPHATE ROCK IS EXCELLENT BUT THEY INDICATE THAT THEY WOULD BE MORE INTERESTED IN A LONGER TERM JOINT VENTURE RELATIONSHIP TO MINE AND PROCESS THE ROCK. COMPANY INDICATES THAT THE PERUVIANS WITH A MODEST INVESTMENT IN PROCESSING FACILITY COULD SUBSTANTIALLY INCREASE THE YIELD ON THE PHOSPHATE ROCK.

3. IMC IS IN CONTACT WITH THEIR PERUVIAN AGENT WHO WILL EXPLORE WHETHER GOP IS INTERESTED IN THEIR PROPOSAL.

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COMPANY STATES THAT IF A FAVORABLE RESPONSE IS RECEIVED

THEY WILL DISPATCH A REPRESENTATIVE TO PERU FOR FURTHER DISCUSSIONS. MEPD HAS RECOMMENDED THAT THEIR REPRESENTATIVE BRIEF EMBASSY ON COMPANY PLANS ON HIS ARRIVAL.

4. IMC INDICATES WASHINGTON AND EMBASSY SUPPORT WILL BE QUITE IMPORTANT DURING THE COURSE OF THE NEGOTIATIONS WHICH MAY ARISE. MEPD WILL CONTINUE TO WORK CLOSELY WITH IMC. WE WILL KEEP EMBASSY INFORMED OF DEVELOPMENTS. CASEY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 MAR 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Enclosure:** n/a  
**Executive Order:** N/A  
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**Original Handling Restrictions:** n/a  
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**Reference:** LIMA 0754  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** smithrj  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 17 JUN 2002  
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30 JUN 2005

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**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
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**Subject:** FERTIPERU PHOSPHATE ROCK OFFER  
**TAGS:** BEXP, PE  
**To:** LIMA  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005